

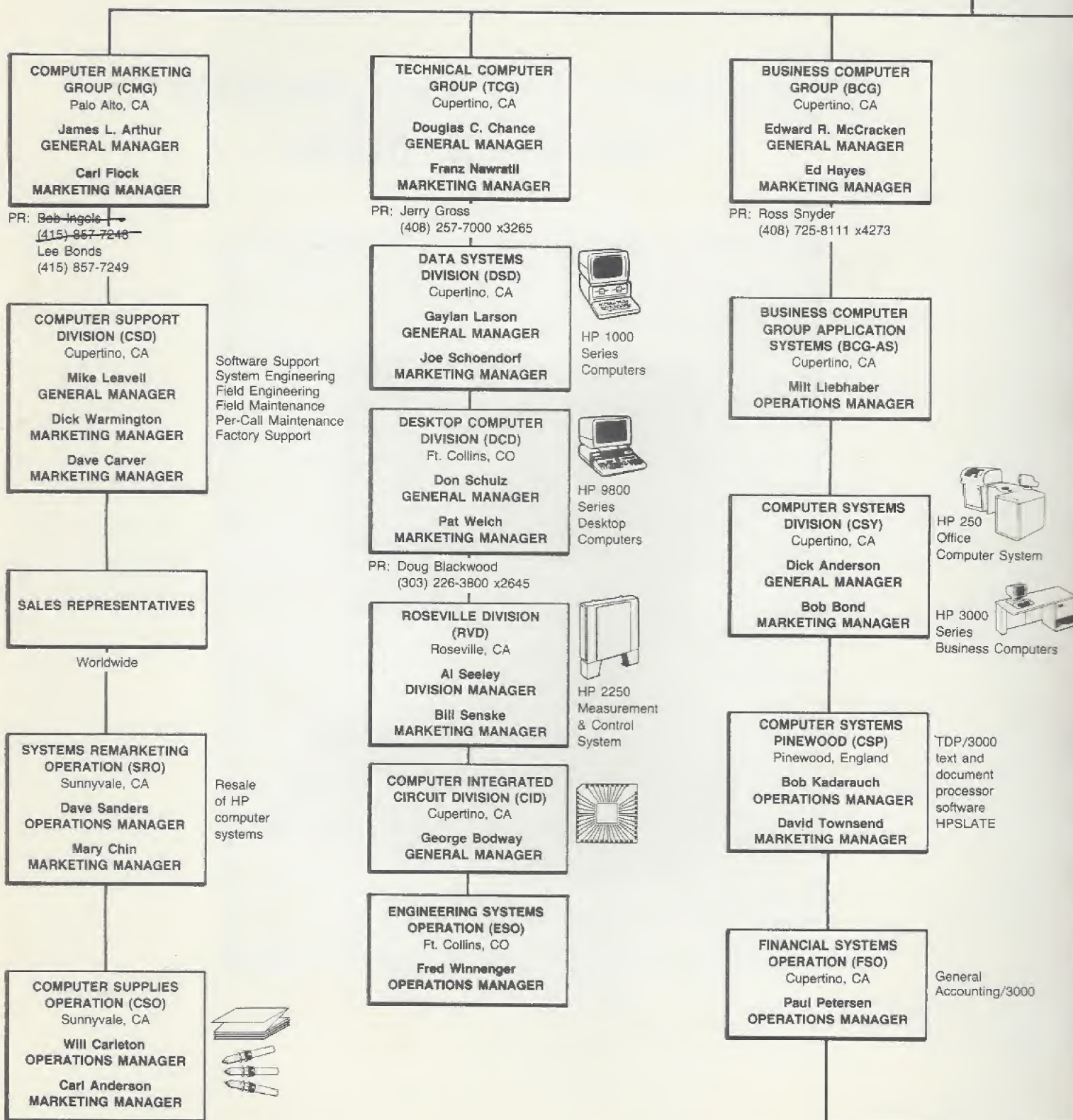
Hewlett-Packard

Computers and Peripherals: A Guide for the Media



HEWLETT-PACKARD COMPUTER GROUPS

Paul C. Ely, Jr.
EXEC. VICE PRESIDENT
GENERAL MANAGER



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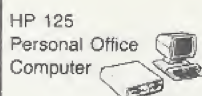
HP 262X Series



HP 264X
Series Terminals

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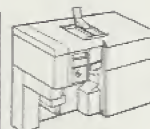
Materials
Management/ 3000

Production
Management/ 3000

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HP-41C

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MARKETING MANAGER
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HP 9111
Graphics Tablet

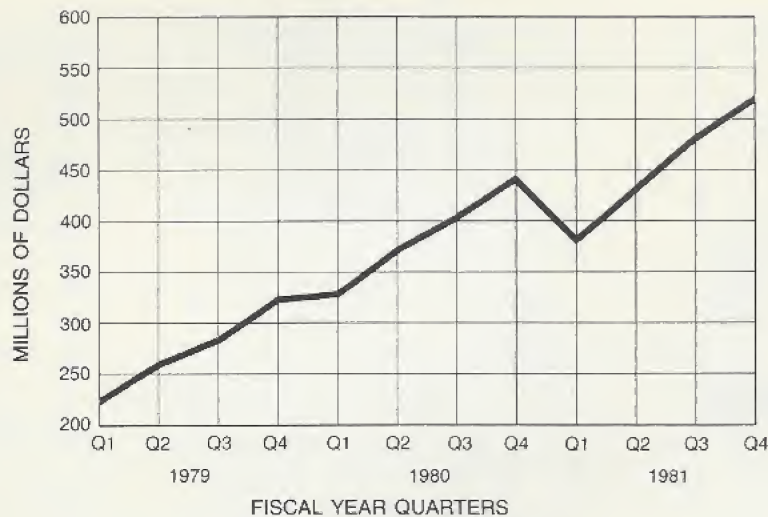
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HEWLETT-PACKARD COMPUTER SALES

By Fiscal Quarters



Facts About HP

Sales — Net Sales for fiscal year 1981 totaled \$3.58 billion (up 15% from fiscal 1980). Net earnings \$312 million. Computer-related sales equaled \$1.77 billion up 17% over fiscal 1980. R&D expenditures for FY-81 equaled \$347 million, 9.7% of sales.

Hewlett-Packard is a major designer and manufacturer of precision electronics equipment for measurement, analysis and computation. The company employs more than 64,500 people and operates approximately 50 manufacturing facilities worldwide.

- Domestic Operations include manufacturing facilities in Cupertino, Mountain View, Palo Alto, Roseville, San Diego, San Jose, Santa Clara, Santa Rosa, and Sunnyvale in California; Colorado Springs, Fort Collins and Loveland in Colorado; Boise, Idaho; Andover and Waltham in Massachusetts; Rockaway, New Jersey; Corvallis and McMinnville in Oregon; Avondale, Pennsylvania; Spokane, Vancouver and Lake Stevens in Washington.
- International Operations include manufacturing facilities in Campinas, Brazil; Grenoble, France; Boeblingen and Waldbronn, German Federal Republic; Hachioji, Japan; Penang, Malaysia; Aguadilla, Puerto Rico; South Queensferry, Scotland; and Singapore.

Hewlett-Packard has 172 domestic sales and service offices worldwide. There are 70 sales and service offices in cities throughout the US with regional marketing headquarters in Atlanta, Georgia; North Hollywood, California; Rockville, Maryland; and Rolling Meadows, Illinois. HP also has International sales and service offices in 64 countries with headquarters in Palo Alto, California and Geneva, Switzerland.